COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS

U. S. Department of Agriculture
and State Agricultural Colleges
Cooperating.

States Relations Service, Office
of Extension Work, North and West,
Washington, D. C.

This Looks Good

COUNTY EXTENSION WORK PAYS TENFOLD.

Extension work in Idaho last year saved rural people $10.27 for every dollar spent. There were $274,509 from county, state and federal funds expended in the work in 33 counties. Reports from county extension agencies show that as a result of the extension work, the rural people were saved $2,820,217. By simple division, we find that over $10 were returned for every dollar spent.

Similar figures areavailable for each county in which extension work was carried on through paid agents and a county extension organization. These figures were given to the local board of county commissioners and local leaders. The highest amount saved by any one county was at the rate of $62.50 for every dollar spent. In this county $5,519 was spent for the work and $345,150 saved as a result of the cooperative effort. In this case the county only contributed $2,000, the balance coming from state and federal funds and saved over $170 for every dollar it put into the work. In another county $38.08 was saved for every dollar spent, and nearly $90 for every dollar of county funds expended. The general average for all counties is large enough to convince all that the work pays enormously.

This novel method of estimating the worth of extension effort has a practical appeal and should prove applicable elsewhere. Certainly it will interest all extension workers and rural leaders who are cooperating with them in meeting farm and home problems.

County Agent Section

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CALIFORNIA LIVE STOCK AUCTION SALES GROW IN POPULARITY.

The system of selling live stock by auction, which was inaugurated in Kern County, California, in 1917, has now spread throughout a considerable area of the interior of the State, especially where large numbers of hogs are grown. Last year seven counties, - Kern, Kings, Merced, Madera, Stanislaus, Tulare and Fresno, - formed the California Farm Bureau Marketing Association and joined in conducting auction sales in the counties named. This association employed a manager and assistant manager who were responsible for the success of the sales. In addition, each county farm bureau has a committee in charge of the local sales. Auction sales were also held in San Joaquin and Shasta counties. It is expected that this system will make a wide expansion throughout the State during the coming year and that it will prove applicable to other products which are capable of standardization.

The volume of business done last year was considerable. There were 183 auction sales held and 543 carloads of live stock sold. These sales totaled $1,790,330. It is estimated that the sales brought a direct increased return to the farmers of $166,946 over the prices which the stock would have brought had not the auction sales been held.

Perhaps the chief benefit derived from these sales is that farmers who have small lots of stock bring them to a central point. Here they are graded by a farm bureau committee, into carload lots with other animals of like quality and the farmer secures carload prices on the stock that he sells. The auction sale brings buyer and seller directly together; likewise the packing companies send their representatives to the local sales. All business is transacted on the grounds at the time the sale is made. The farmer goes home feeling satisfied because he has his money in his pocket and has not had to pay for extra charges. Beyond all this, however, there is a great educational value in the auction sales since farmers see good stock sold at high prices and learn to know why poor stock brings low prices. These sales constitute a frequent and most effective exhibit of the value of the best stock when it sells for the best prices and the interest in better sires has never been greater as a result. Packers state that these auction sales have done more to improve the quality of the hogs in California than any other one thing.

PORK DAY A SQUEALING SUCCESS

The first annual "Pork Day" of the Kings County (Calif.) Farm Bureau was a "squealing"success. Seventeen carloads of fine porkers were sold at auction by the farm bureau. The top price brought was $4.20 per hundred over the San Francisco price and $2.95 over the Chicago price. The total sales reached $36,867 for the day. Naturally the 2000-odd people who attended the sales found the day an eventful one.

The biggest feature of the day was the sale of seven carloads of hogs which had been fed in a competitive feeding demonstration. By the terms of this competition, entered into by seven farm bureau community centers, each community was to feed a carload of hogs for the sale. Not less than five farmers were required to feed a carload lot and no one farmer could enter more than 35 hogs. As a matter of fact, these seven carloads were produced by forty six different farmers. In addition to the friendly rivalry engendered by staging such a contest between communities, added stimulus was given by the generous cash prices which were available.

Such a contest gives a new and unique turn to the demonstration feature of extension work. It pits demonstrator against demonstrator, and stimulates each to do his very best. Above all, the value of the demonstration is unquestionable. The buyers for the packing houses are impartial but practical judges who measure the worth of the demonstration in cold dollars and cents, - figures which everyone can read. Each demonstrator sees not only his own products judged but also those of a large number of other demonstrators, and thus the lessons in feeding and breeding are driven home with good effect.

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These are examples of the help given farmers in selling live stock. One hundred and three county agents in nineteen states, (California, Illinois, Iowa, Kansas, Massachusetts, Michigan, Minnesota, Montana, Nebraska, New Hampshire, New Jersey, New York, North Dakota, Ohio, Oregon, Pennsylvania, Vermont, Wisconsin and Wyoming) report this service as an important feature of the work last year. Furthermore, one hundred and thirty three agents in fourteen states, (Colorado, Illinois, Iowa, Kansas, Michigan, Minnesota, Missouri, Montana, New York, North Dakota, Oregon, Pennsylvania, South Dakota and Wisconsin) report that they assisted in organizing live stock shipping associations in their counties. These associations are great factors in helping to bring about more satisfactory marketing conditions.

County Agent Section,
3-15-1920

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This Looks Good!

A NEW TYPE OF COMMUNITY MEAT RING

"Fresh meat regularly and for reasonable prices" is a problem of many rural communities. It remained for a community in Douglas County, South Dakota, with the active cooperation of the farm bureau community committee and county agent John M. Brander to develop a satisfactory solution to this problem through the organization of a Community Meat Ring. The idea of farmers killing their own meat cooperatively, each taking a piece of every carcass is not new, but so far as has been ascertained, this is the first organization not doing a commercial business that will sell any cut of meat desired to its members at cost prices.

WHAT THE MEAT RING DID TO THE HIGH COST OF LIVING

At the time the Community Meat Ring was formed, prime range steers were selling at from seven to nine cents a pound, so a comparison of the local meat markets' retailing prices and those of the Ring is rather significant.

COMMUNITY MEAT RING	LOCAL MEAT MARKETS
Steaks, 18 to 25¢ per lb.	Steaks, 40 to 50¢ per lb.
Roasts, 13 to 18¢ per lb.	Roasts, 35¢ per lb.
Boiling meats, 9 to 13¢ per lb.	Boiling meats, 28 to 35¢ per lb.
Soup bones, 5¢ per lb.	Soup bones, 25¢ per lb.
Heart, 8¢ per lb.	Heart, 35¢ per lb.
Liver, 8¢ per lb.	Liver, 30¢ per lb.
Tongue, 8¢ per lb.	Tongue, 30¢ per lb.
Suet, 5¢ per lb.	Suet, 20¢ per lb.

ADVANTAGES OF A MEAT RING

Briefly, the advantages to be derived from such an organization are as follows:

1. Fresh meat at all times at cost.
2. Only one handling charge from producer to ultimate consumer.
3. A first class product assured.
4. Elimination of the undesirable tasks of butchering, cutting up, curing or preserving meat.

5. No meat spoiled or wasted.
6. Fostering of a spirit of cooperation beneficial to the community.

OUTLINE OF PLAN OF ORGANIZATION

The Community Meat Ring is composed of a membership of farmers, six directors, a secretary-treasurer and a manager.

The manager purchases all supplies, slaughters all animals, properly cuts them up and apportions them out to the members, and performs all other duties pertaining to the management of the business. He works on a commission, the amount of which depends upon the quantity of meat handled; from two to three cents a pound of dressed meat is about the average.

At the beginning, the manager did the slaughtering out-of-doors and the cutting in a new building he had created for a garage. Twenty eight families were then taking meat, but at the end of two months this number was increased to sixty eight. To handle this amount of meat, it was found necessary to erect a 22' x 32' building for the slaughtering, cooling and cutting. This building is provided with an ice room, including a cooler, a killing room and a cutting room.

A circular giving the details of the plan of organization has been written by county agent Brander and published by the extension office of the State College of Agriculture at Brookings, South Dakota.

The success of this enterprise has been so outstanding that other communities in Douglas county are asking for assistance from the county agent in organizing similar associations.

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County Agent Section
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A SUCCESSFUL COVER CROP CAMPAIGN

A county-wide campaign to bring about a more general growing of cover crops was conducted last year in Camden County, New Jersey, by the County Board of Agriculture (Farm Bureau) with the result that twenty-two tons of cover crop seed were purchased by the farmers of the county. The plan of campaign follows:

An executive committee first approved the idea and appointed one of its members, P. W. Bideman, to confer with County Agent H. R. Cox in organizing the campaign, and to place the orders for seed. During the spring a great many of the seed houses were written to for quotations on the seed of various kinds of cover crops. All the communities of the county held meetings during June and early July at each of which the community chairman presided, and the question of cover crops was thoroughly discussed. Questions were asked and answered and the value of cover crops was brought strongly to the attention of the audience. At the end of these demonstrations, while the subject was still fresh in their minds and the enthusiasm at a high point, orders were taken for seed.

In each community a distributer was appointed either at the time of the meeting, or later, to whom orders for seed were sent. Each man who ordered went to his distributer for his seed and paid for it when he got it. A distributer received one-half cent (1/2¢) a pound commission. This remuneration was authorized by the executive committee. The system worked quite smoothly; naturally there were no bad accounts since the men did not get their seed until after they had paid for it. The grouping of orders and shipping in fairly large amounts permitted the committee to purchase the seed at considerably lower figures than the individual farmer could secure.

The greatest difficulty was in locating a sufficient supply of vetch seed, which was very scarce and high in price. Following is a list of the various seeds with the total amounts ordered:

	Pounds
Vetch	28,147
Crimson clover	6,745
Alfalfa	2,695
Rye	4,210
Miscellaneous	1,289
TOTAL	43,086